



Program Overview

“Everyone Wins!”

Brendan Burke, Project Director
January 2013

Agenda

- **CHES Value to Army Contracting Officers**
- **CHES Organization Relation to PEO EIS, ASA(ALT) and CIO/G-6**
- **CHES Operational Concept**
- **CHES Authority**
- **CHES Waivers**
- **CHES Applied Standards and Policy**
- **CHES Contracts and Agreements**
 - Army Desktop and Mobile Computing/Consolidated Buy-2 (ADMC-2/CB)
 - Information Technology Enterprise Solutions-2 Hardware (ITES-2H)
 - ITES-3H Update
 - Information Technology Enterprise Solutions-2 Services (ITES-2S)
 - Information Technology Services-Small Business (ITS-SB)
 - Enterprise Software
- **CHES IT e-mart**
- **Contracting Officers' Frequently Asked Questions**
- **Questions and Comments**

CHESS Value to Army Contracting Officers

The CHESS Director's intent is to provide:

- Army enterprise level hardware, software and services contracts at significant volume level discounts
- Assured compliance with DoD and HQDA policies on standardization and interoperability
- Experienced contractors with knowledge and resources to accelerate new technology migration efforts in accordance with Army and DoD common operating environment architecture
- Decentralized acquisition methods that can apply local contracting policies and procedures against CHESS contracts
- Local credit for small business to support organizational business goals

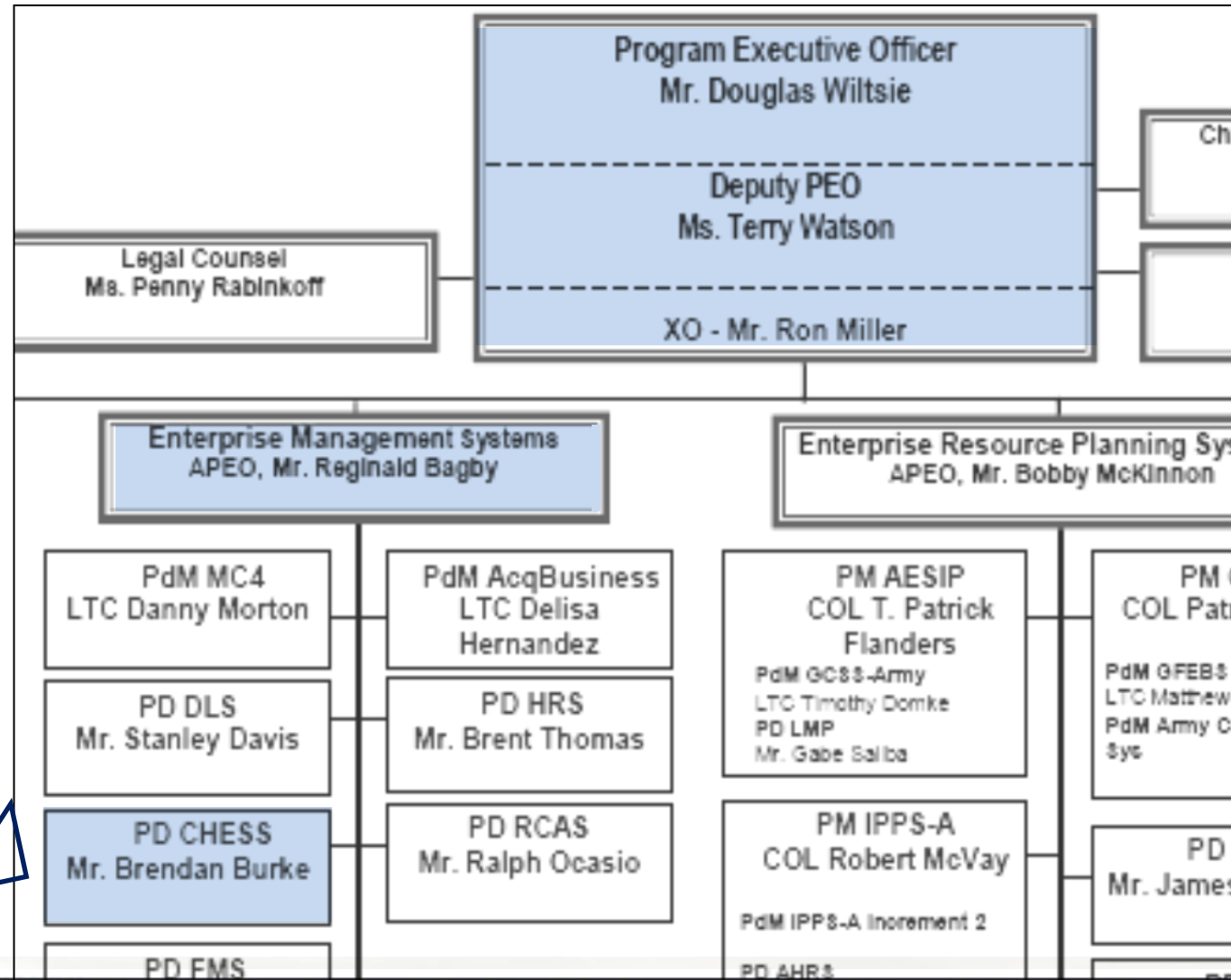
The CHESS Mission Statement:

“Be the Primary Source to support the Warfighter’s information dominance objectives by developing, implementing and managing commercial information technology contracts that provide enterprise-wide net-centric hardware, software and support services for the Army.”

CHES Organization Relation to PEO EIS, ASA(ALT) and CIO/G-6

CHES is a Project Directorate in PEO EIS, under ASA(ALT).

IT contracts are established and managed within CIO/G-6 standards and policies.



CHESS Operational Concept



CHESS Authority - AFARS

**CHESS is the mandatory source
for commercial IT purchases**

“...Purchasers of commercial hardware and software must satisfy their IT requirements by utilizing CHESS contracts and DoD enterprise software agreements first regardless of dollar value. Any purchase made outside of CHESS contracts requires a waiver.”

AFARS 5139.101 (S-90) (a)

“... If no small business capability exists, CHESS contract vehicles are the preferred source for acquisition of IT.”

“... Waiver not required for IT services. However, if IT hardware and software are required as part of a non-CHESS IT services contract, a waiver for the hardware and software is required.”

AFARS 5139.101 (S-90) (b)

CHESS Authority – Army CIO/G-6

CHESS is the “primary source” for purchases of COTS software, desktops, and notebook computers regardless of dollar value. “Primary source” requires CHESS waiver to use other source(s)

“... This regulation applies to the Active Army, the Army National Guard /Army National Guard of the United States, and the US Army Reserve unless otherwise stated.” (Applicability, p.i.)

“... It applies to information technology contained in both business systems and national security systems (except as noted) developed for or purchased by the Department of Army.” (Summary, p.i.)

“... It applies to IT contained in command and control (C2) systems, intelligence systems (except as noted), business systems, and (when identified) national security systems (NSS) developed or purchased by the Department of Army (DA).” (1-1. Purpose)

Army Regulation 25-1: Army Knowledge Management and Information Technology Management (04 DEC 2008)

CHESS Waivers

Automated waiver process at
[http:// chess.army.mil](http://chess.army.mil)

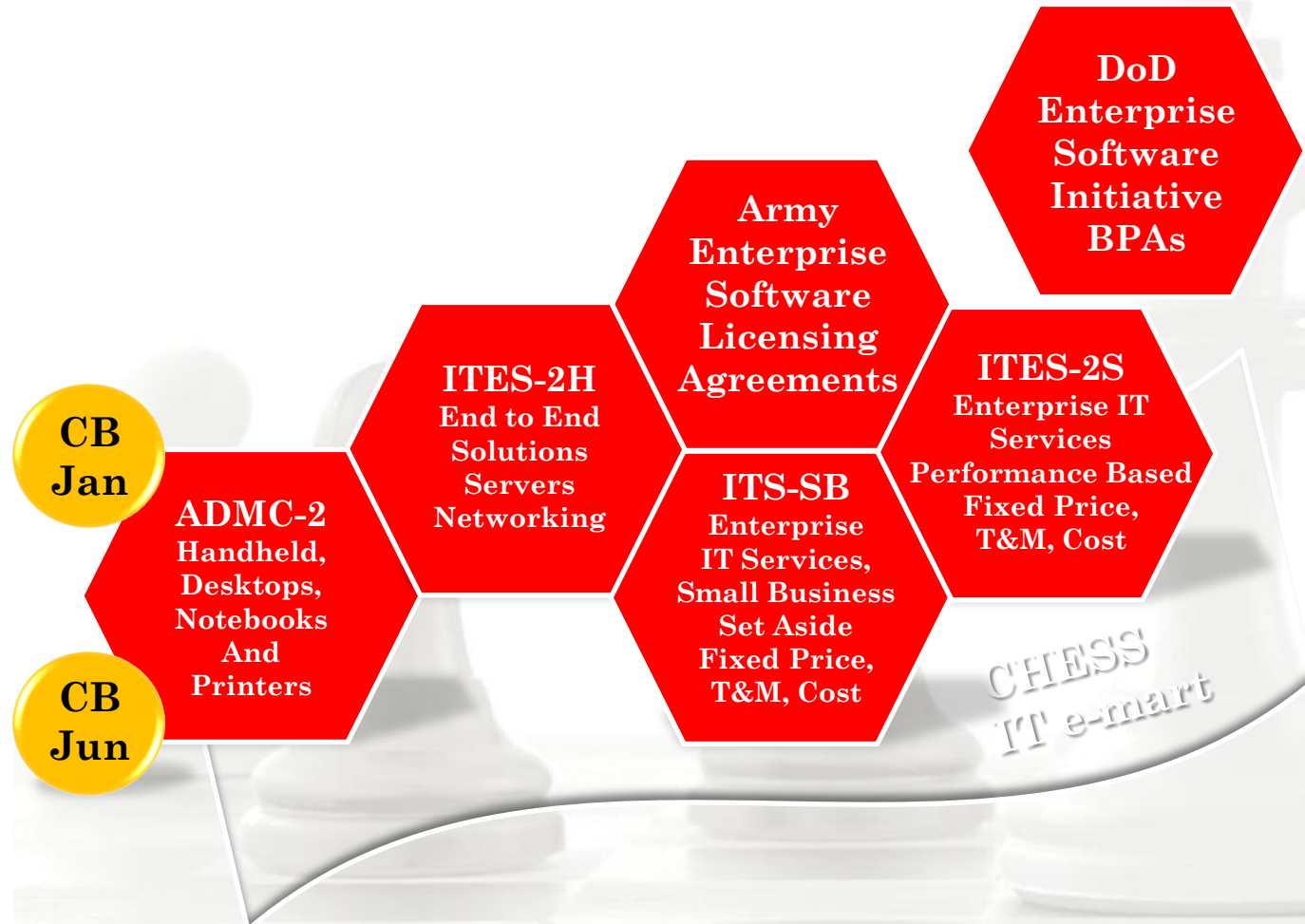
- Availability:
 - Products not offered on CHESS contracts
 - Lower price available on non-CHESS contract
- CHESS waiver does not constitute approval to purchase any product or deviate from any other Army regulation or policy
 - Examples of reasons products are not available through CHESS
 - No Army Golden Master (AGM) capability (requires NETCOM waiver)
 - Not Trade Agreements Act compliant (requires KO waiver)
 - Electronic Product Environmental Assessment Tool (EPEAT)
- Approval authority:
 - Individual orders: PD CHESS
 - “Blanket” exception for organization/activity: Army CIO/G-6
 - Collaboration tools: Army CIO/G-6

CHES Applied Standards and Policy

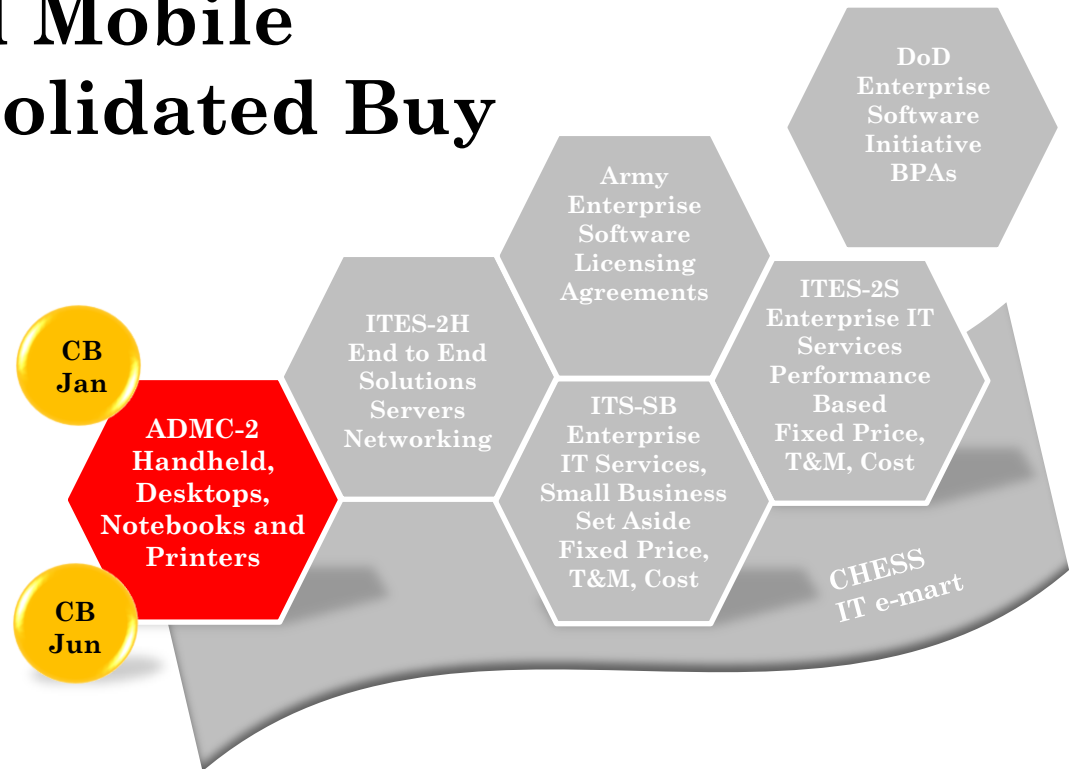
Contract Requirement: Compliance with DoD, Army and NETCOM Standards

- NETCOM Army Enterprise Desktop Standardization
- Army Golden Master (AGM) (United States Government Configuration Baseline)
- Electronic Product Environmental Assessment Tool (EPEAT)
- DoD IT Standards Registry (DISR)
- Information Assurance (AR 25-2/OIA&C Approved Products List)
- Internet Protocol Version 6 (IPv6)
- Networthiness (AR 25-1 and TA 2004-005)
- Section 508 (§1194.26 U.S. Rehabilitation Act)
- Smart Card Reader (CAC) (NIST IR 6887)
- Trusted Platform Module (TPM v1.2)
- Wireless Networking (DoDD 8100.2 & AR 25-2)
- UID, RFID, NETCOM Technical Authority (TA), etc.
- Hardware Requirement for VISTA FIPS 140-2 Certified Mode in Support of 802.11 Wireless Connection
- Secure BIOS (NIST SP 800-147)

CHESS Contracts and Agreements



Army Desktop and Mobile Computing-2/Consolidated Buy (ADMC-2/CB)



Army Desktop and Mobile Computing-2/ Consolidated Buy (ADMC-2/CB)

ADMC-2 Contract Overview

- Continuous competition on 8 Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
- Contract Term: 10 years including options (expires APR 2016)
- Open to Army, DoD, and Federal agencies
- Program maximum: \$5B across all contracts for life of contracts
- Decentralized ordering
- No CHESSE fee

ADMC-2 Contract Scope

- Purchase or lease of desktops, notebooks, ruggedized devices, printers, video teleconferencing (VTC) and their ancillary items
- Related services: installation, site survey, system configuration, integration, imaging, asset tagging and distribution
- Base contract for desktop and notebook Consolidated Buys (CBs)
- Includes technology refreshment, replacement and new technology provisions

Army Consolidated Buy (CB) Desktop and Notebook

- **Objective**
 - Reduce Army costs and standardize IT enterprise
- **Considerations**
 - Cost, technical, OEM flexibility, schedule, O&M
 - NETCOM Army enterprise desktop standardization
- **Contracting Process**
 - NETCOM Army enterprise desktop standardization
 - Online Process – IT e-mart
 - Customer compares technology, prices, support features
 - Decentralized ordering by customer's contracting activity
- **CHES Advantages**
 - No CHES fee
 - Already standards/policy compliant (ADMC)
 - Army Golden Master (AGM) load at factory
- **Exception Process**
 - Mission critical, non-conforming specs and host country agreement

“Up to 62% cost reduction during CB periods!”

CB minimum standard configuration established for the following products:

Desktops

- Standard
- Performance
- All-in-One
- Work Station

Displays

- Small (19")
- Medium (22")
- Large (27")

Printers

- Black and White multi-function
- Color multi-function
- 110 and 220 VAC

Tablets/Slates

Notebooks

- Mainstream
- Rugged
- Lightweight
- Specialty

Options and Upgrades

- Memory Expansions
- Hard Drive Upgrades
- Added Hard Drives
- Trusted Drives
- Port Replicators (Notebooks)
- Carrying Case (Notebooks)
- Extra Battery (Notebooks)
- Warranty Upgrades (Notebooks)

ADMC-2/CB

CB
Jan

CB
Jun

	CB 1-8	CB9	CB10	CB11	CB12	CB13	CB14	CB15	
		Jun/Sep	Jan/Mar	Jun/Sep	Jan/Apr	Jun/Sep	Jan/Mar	Jun/Sep	Total
	2005-2009	2009	2010	2010	2011	2011	2012	2012	All CBs
Total Desktop Quantity	297,071	98,179	15,867	53,026	9,228	63,277	7,236	25,356	569,240
Total Notebook Quantity	301,146	107,936	19,258	87,282	10,677	118,298	9,324	29,786	683,707
Total Printer Quantity		-	-	-	189	715	138	21,882	22,924
Total CB Sales (\$M) *	\$420.20	\$156.40	\$30.20	\$118.70	\$22.20	\$154.00	\$18.03	\$71.35	\$991.08
Discount from ADCM Pricing	3-53%	4-61%	0-53%	2-48%	0-57%	0-62%	0-56%	0-67%	0-67%
	(ADMC-1) and (ADMC-2)	(ADMC-2)	(ADMC-2)	(ADMC-2)	ADMC-2)	(ADMC-2)	(ADMC-2)	(ADMC-2)	
CB Cost Avoidance (\$M)	\$173.80	\$57.80	\$8.10	\$36.50	\$5.50	\$65.80	\$7.05	\$32.36	\$386.91

Consolidated Buy 15 (CB 15) Business Report

Product Type	Quantity	Contract Price	CB Price	Actual Price	CB Price Discount
110 VAC BW	21,674	\$26,721,664.21	\$21,130,095.64	\$21,176,105.09	\$5,591,568.57
110 VAC Color MFP	41	\$151,425.88	\$117,765.00	\$99,202.37	\$33,660.88
19 IN DISPLAY	2,048	\$398,724.04	\$234,518.63	\$233,813.93	\$164,205.41
22 IN DISPLAY	19,459	\$5,304,054.75	\$2,883,092.23	\$2,719,360.31	\$2,420,962.52
27 IN DISPLAY	1,327	\$692,437.18	\$358,138.94	\$358,574.11	\$334,298.24
220 VAC BW	18	\$17,154.54	\$12,846.24	\$12,846.24	\$4,308.30
220 VAC Color MFP	62	\$205,136.30	\$164,920.00	\$164,920.00	\$40,216.30
ALL-IN-ONE	308	\$335,941.76	\$239,008.00	\$239,008.00	\$96,933.76
LIGHTWEIGHT NOTEBOOK	640	\$932,148.37	\$648,948.37	\$852,199.42	\$283,200.00
MAINSTREAM NOTEBOOK	20,532	\$26,085,272.40	\$15,903,676.60	\$18,900,364.58	\$10,181,595.80
PERFORMANCE DESKTOP	14,708	\$13,029,370.30	\$8,317,898.51	\$8,950,298.47	\$4,711,471.79
RUGGEDIZED NOTEBOOK	496	\$1,217,474.12	\$945,662.15	\$928,671.20	\$ 271,811.97
SCIENTIFIC WORKSTATION	336	\$716,982.14	\$533,916.39	\$ 892,563.50	\$183,065.75
SPECIALTY NOTEBOOK	3,610	\$4,647,335.54	\$3,014,157.00	\$3,837,337.42	\$1,633,178.54
STANDARD DESKTOP	6,042	\$5,767,086.26	\$3,234,085.77	\$4,070,003.18	\$2,533,000.49
Totals	479	\$820,448.00	\$690,611.44	\$708,443.74	\$129,836.56

CHESS Business Report

FY12

\$\$\$ Total Sales \$\$\$
\$3.7B

FY12

\$\$\$ Army Sales \$\$\$
\$3B

FY12

<<< Cost Avoidance >>>
\$454M

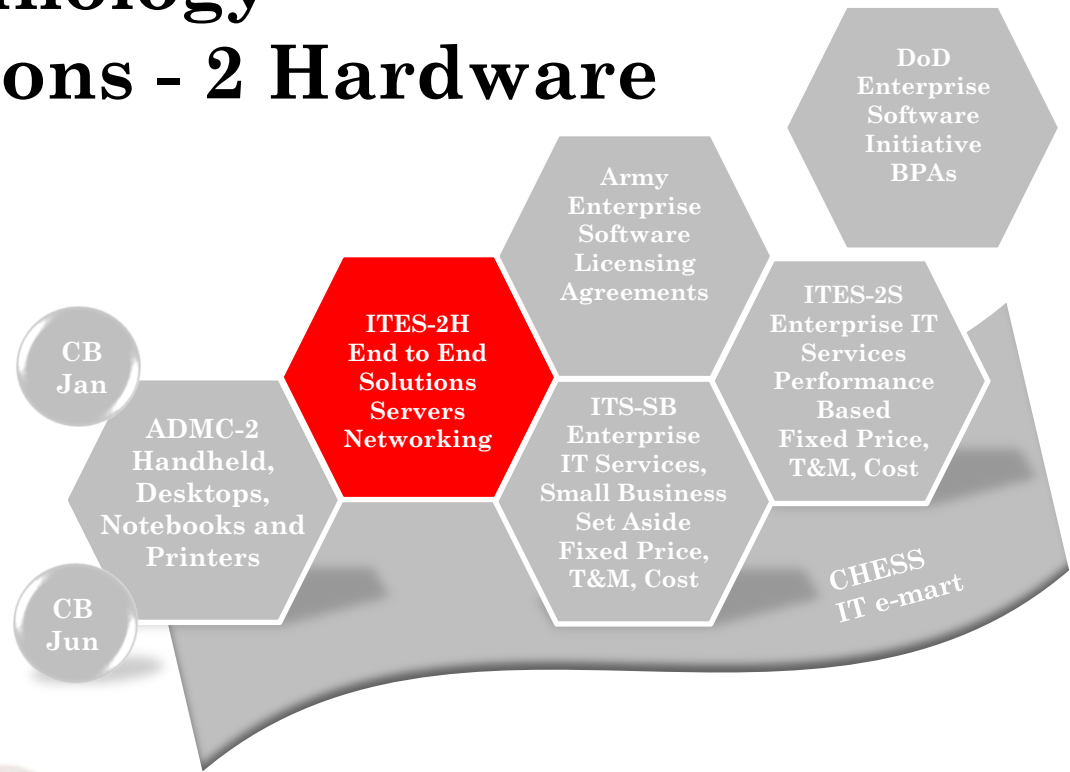
Software
\$103M

Hardware/Services
\$351M

Consolidated Buy

	CB9	CB10	CB11	CB12	CB13	CB14	CB15	
	Jan/Mar	Jan/Mar	Jun/Sep	Jan/Apr	Jun/Sep	Jan/Mar	Jun/Sep	Total CB9-CB15
	2010	2010	2010	2011	2011	2012	2012	All CBs
Total Desktop Quantity	98,179	15,867	53,026	9,228	63,277	7,236	25,356	272,169
Total Notebook Quantity	107,936	19,258	87,282	10,677	118,298	9,324	29,786	382,561
Total Printer Quantity	-	-	-	189	715	138	21,882	22,924
Total CB Sales (\$M) *	\$156.40	\$30.20	\$118.70	\$22.20	\$154.00	\$18.03	\$71.35	\$570.88
Discount from ADMC Pricing	4-61%	0-53%	2-48%	0-57%	0-62%	0-56%	0-67%	0-57%
	(ADMC-2)							
CB Cost Avoidance (\$M)	\$57.80	\$8.10	\$36.50	\$5.50	\$65.80	\$7.05	\$32.36	\$213.11

Information Technology Enterprise Solutions - 2 Hardware (ITES-2H)



ITES-2H

ITES-2H Contract Overview

- Six (6) Indefinite Delivery/Indefinite Quantity (ID/IQ) contracts
- Contract Life: 5 years including options plus 18.5 month extension (expires AUG 2013)
- Open to only Army requirements as of 09 FEB 2012
- Program Maximum: \$5.4B across all contracts for life of contracts (including all options)
- Decentralized ordering
- No CHES fee

ITES-2H Contract Scope

- Purchase or lease of IT hardware solutions - Includes servers, storage systems, work stations, thin clients, networking equipment, network cables, connectors and accessories, network printers/document processors, VTC products and related items
- Includes desktops and notebooks – for the fielding of a complete system or part of total solution
- Related Fixed Price Services: system configuration and integration, site analysis, installation and relocation provides:
 - Discounted Catalog Product and Warranty Areas I-IX
 - Unified Capabilities Approved Product List (UC APL) Items
 - Related services
- Includes Technology Refresh and New Technology Provisions

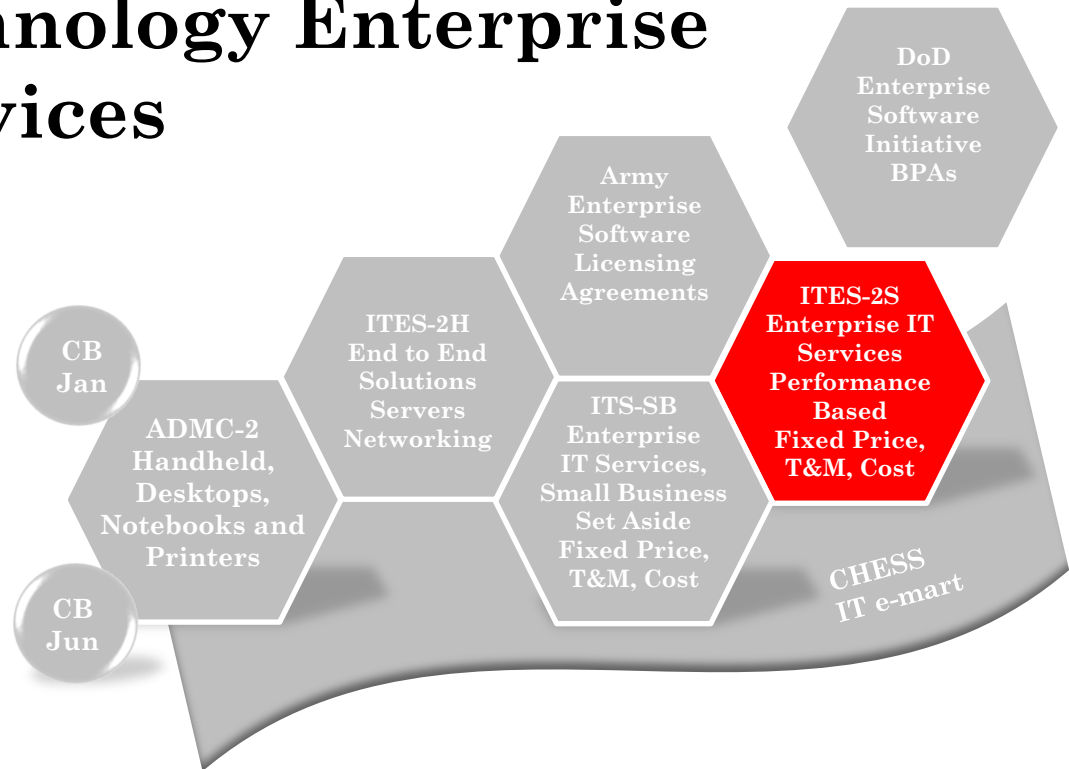
**Currently
Army Only**

ITES 3-H Update

Information Technology Enterprise Solutions-Hardware (ITES-3H)

- Planned scope: state-of-the-art commercial IT equipment and related services, including installation, integration, etc. for worldwide support consisting of the following: servers; workstations, thin clients, desktops and notebooks; storage systems; networking equipment; network printers; cables, connectors and accessories; video equipment products; uninterruptible power supplies in support of fielding a complete system or as part of a total design solution.
- Anticipated vehicle: MAS IDIQ
- Anticipated awards: 8 (4 small business reserved)
- Anticipated award date: 3Q FY13
- Period of performance: 3 year base; 2 1-year options
- NAICS: #334111 (Electronic Computer Manufacturing)

Information Technology Enterprise Solutions – 2 Services (ITES-2S)



ITES-2S

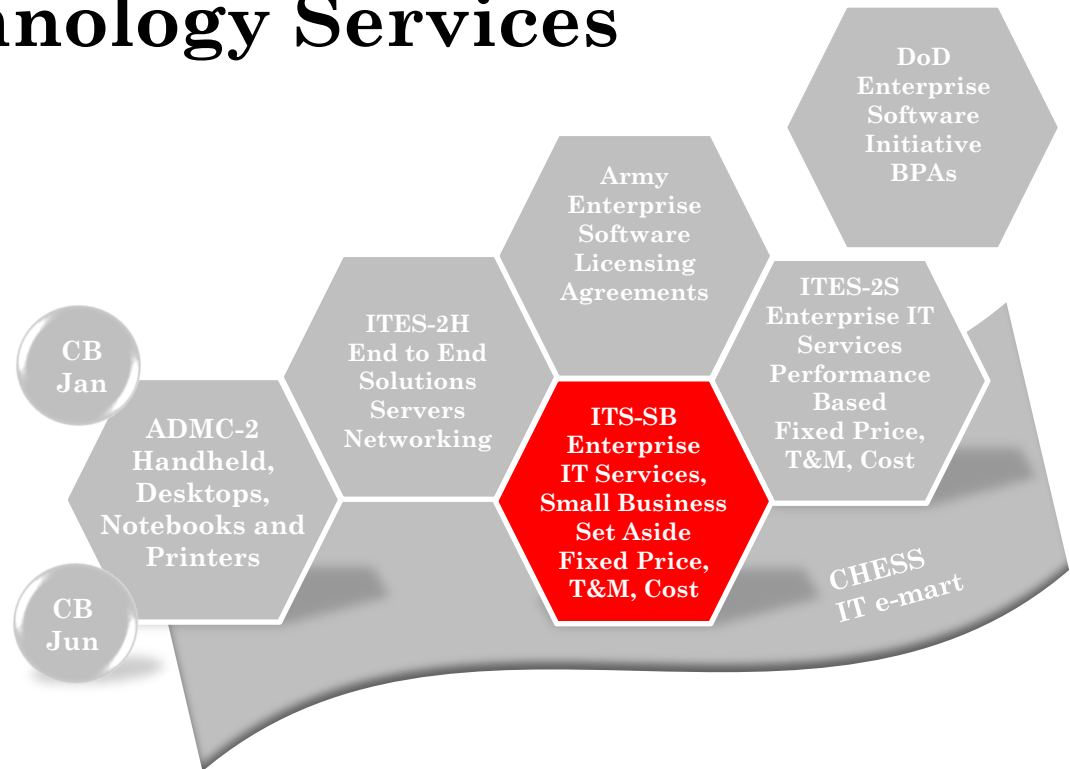
ITES-2S Contract Overview

- Sixteen (16) Indefinite Delivery/Indefinite Quantity (ID/IQ) contracts
- Firm fixed price rates, time and material, cost
- Contract life: 9 years including options (expires APR 2015)
- Open to Army, DoD, and Federal agencies
- Program maximum: \$20B across all contracts for life of contracts (including options)
- Decentralized ordering
 - Required to use IT e-mart for TOR/RFP
- No CHES fee

ITES-2S Contract Scope

- Support and enhance centralized operation and management as defined by CIO/G-6 and Network Enterprise Technology Command
- Support Army's portion of the Global Information Grid (GIG) and network-centric warfighting objectives
 - Army enterprise standardization
 - Army knowledge management
 - Active directory
 - Networthiness program
 - Internet Protocol Version 6
 - DoD information technology standards registry
 - Information assurance - Army and DoD policies
 - DoD architecture framework

Information Technology Services – Small Business (ITS-SB)



ITS-SB

ITS-SB Contract Overview

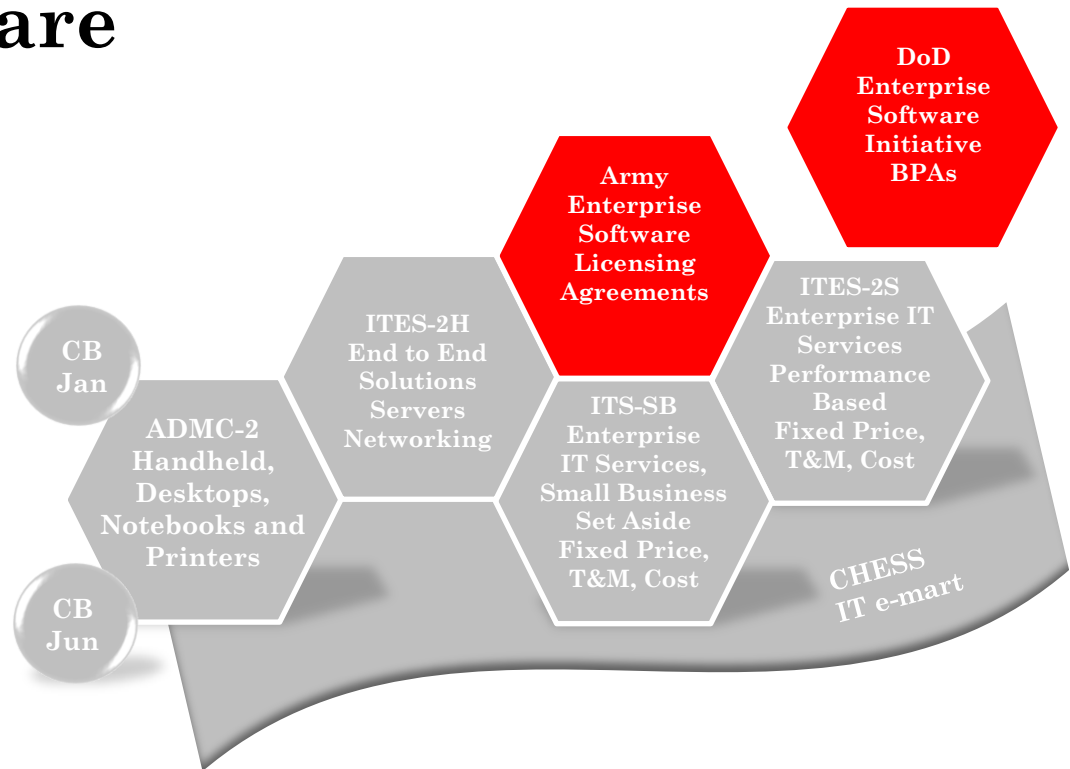
- Fifteen (15) performance-based contracts, fixed labor rates, flexible pricing
- Firm fixed price, time and materials, cost plus
- Contract Life: 5 years including Options (Expires July 2016)
- Open to Army, DoD and Federal agencies
- Estimated dollar value: \$400M across all contracts for life of contracts (including options)
- Decentralized Ordering
- No CHESS Fee

ITS-SB Contract Scope

The ITS-SB contract scope encompasses a full range of innovative, world-class IT support services and solutions at a reasonable price. Contract line items (CLINs) cover the following services and contract types:

- IT solution services
- IT subject-matter expert
- IT functional area expert
- Incidental construction
- IT solution equipment
- IT solution software

Enterprise Software



Enterprise Software

Enterprise Software Initiative (ESI) established JUN 1998

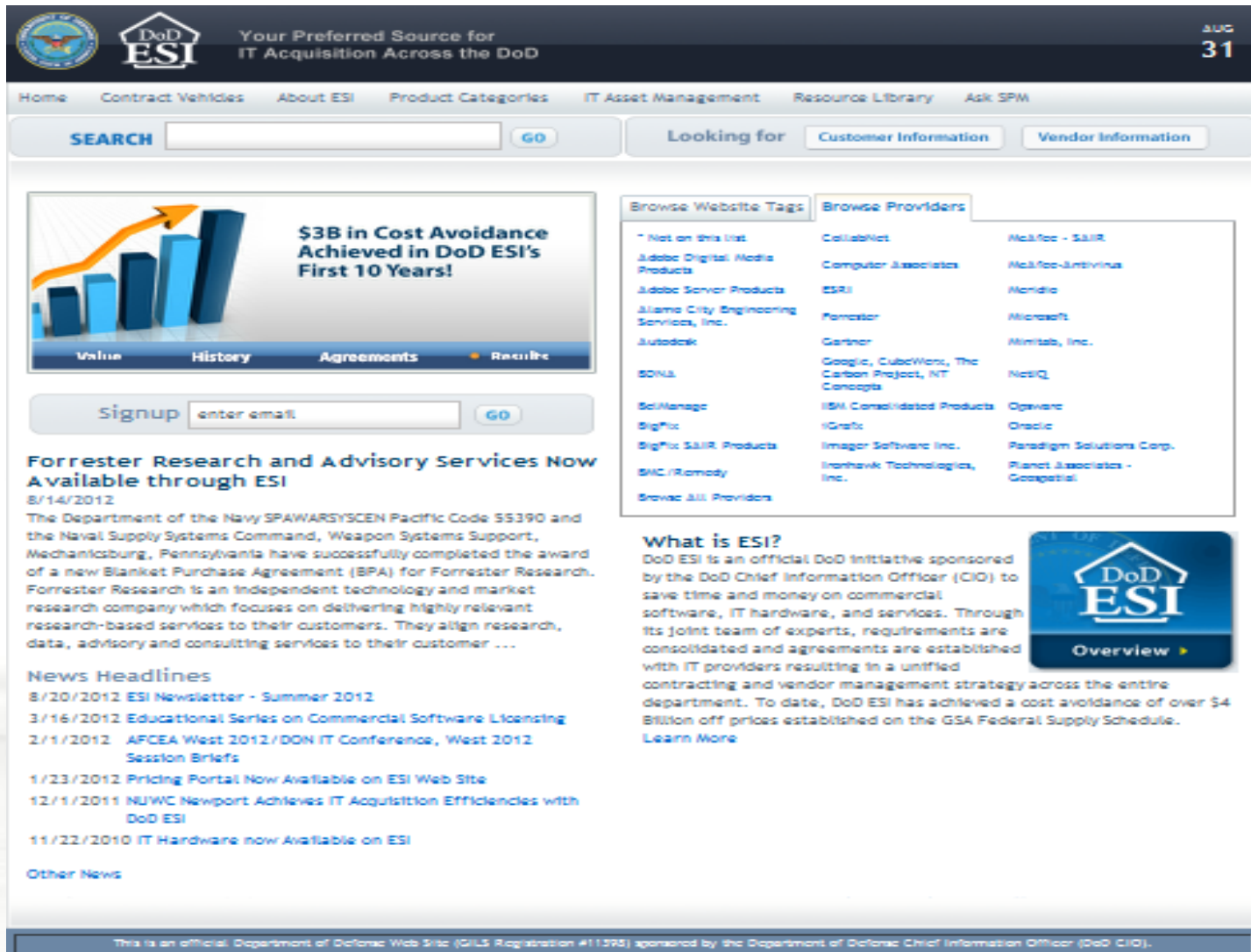
- Mission
 - Lower total cost of ownership across DoD, Coast Guard and Intelligence Community
 - Establish and manage enterprise commercial off-the-shelf (COTS) IT agreements, assets and policies
- Organization
 - Co-chaired by OASD/CIO staffer and DoD service rep (currently Navy)
 - DoD components appoint Software Product Manager (SPM) to:
 - Consolidate requirements and develop business case
 - Negotiate best-value deals
 - Administer resulting agreements
 - CHES is the Army's SPM

Authority

- DFARS 208.7402
 - Fulfill requirements for COTS software in accordance with DoD ESI via PGI 208.7403
 - Follow ESI Order of Precedence
 - DoD Inventory
 - DoD Enterprise Software Agreement (ESA)
 - “Other means” but Army requires CHES waiver
 - DoDI 5000.2, Encl. 5, para. 6: “maximum use and coordination with DoD ESI

Enterprise Software

DoD
ESI
Website



The screenshot shows the DoD ESI website interface. At the top, it says "Your Preferred Source for IT Acquisition Across the DoD". The navigation bar includes links for Home, Contract Vehicles, About ESI, Product Categories, IT Asset Management, Resource Library, and Ask SPM. A search bar is prominently displayed with a "GO" button. Below the search bar, there's a section titled "\$3B in Cost Avoidance Achieved in DoD ESI's First 10 Years!" with a bar chart showing an upward trend. To the right, there's a "Browse Providers" section listing various vendors like Adobe, Microsoft, and Oracle. Below this, a "What is ESI?" section explains the initiative's goals and achievements. The bottom of the page features a "News Headlines" section with recent updates and a footer with legal disclaimers.

DoD ESI
Your Preferred Source for IT Acquisition Across the DoD

Home Contract Vehicles About ESI Product Categories IT Asset Management Resource Library Ask SPM

SEARCH GO

Looking for Customer Information Vendor Information

\$3B in Cost Avoidance Achieved in DoD ESI's First 10 Years!

Value History Agreements Results

Signup enter email GO

Forrester Research and Advisory Services Now Available through ESI
8/14/2012

The Department of the Navy SPAWARSSCEN Pacific Code 55390 and the Naval Supply Systems Command, Weapon Systems Support, Mechanicsburg, Pennsylvania have successfully completed the award of a new Blanket Purchase Agreement (BPA) for Forrester Research. Forrester Research is an independent technology and market research company which focuses on delivering highly relevant research-based services to their customers. They align research, data, advisory and consulting services to their customer ...

News Headlines

- 8/20/2012 ESI Newsletter - Summer 2012
- 3/16/2012 Educational Series on Commercial Software Licensing
- 2/1/2012 AFCEA West 2012/DON IT Conference, West 2012 Session Briefs
- 1/23/2012 Pricing Portal Now Available on ESI Web Site
- 12/1/2011 NUWC Newport Achieves IT Acquisition Efficiencies with DoD ESI
- 11/22/2010 IT Hardware now Available on ESI

[Other News](#)

Browse Providers

* Not on this list	CollabNet	Med/fee - S&IR
Adobe Digital Media Products	Computer Associates	Med/fee-Antivirus
Adobe Server Products	ESRI	Mendix
Alamo City Engineering Services, Inc.	Formstar	Microsoft
Autodesk	Gartner	Minitab, Inc.
BDNA	Google, CubeWent, The Carbon Project, NT Concepts	NetsIQ
SciManage	IBM Consolidated Products	Openware
BigFix	iGrafic	Oracle
BigFix S&IR Products	Imager Software Inc.	Paradigm Solutions Corp.
SAC/Remedy	Ironhawk Technologies, Inc.	Planet Associates - Geopatial
Browse All Providers		

What is ESI?
DoD ESI is an official DoD initiative sponsored by the DoD Chief Information Officer (CIO) to save time and money on commercial software, IT hardware, and services. Through its joint team of experts, requirements are consolidated and agreements are established with IT providers resulting in a unified contracting and vendor management strategy across the entire department. To date, DoD ESI has achieved a cost avoidance of over \$4 Billion off prices established on the GSA Federal Supply Schedule. [Learn More](#)

DoD ESI Overview

This is an official Department of Defense Web Site (GSA Registration #11395) sponsored by the Department of Defense Chief Information Officer (DoD CIO).
The purpose of this Web Site is to provide a central location for DoD ESI.

Enterprise Software

Software Agreements

Product	Type	Managed By	Special Conditions
Adobe (Desktop)	DoD ESI	Navy	Collaborative Requires CIO/G-6 Approval
Adobe (Server)	DoD ESI	Navy	
Alamo	DoD ESI	Army	
Autodesk Software	DoD ESI	Army	
BDNA	SmartBUY	Army	
Belmanage	SmartBUY	Army	
BigFix – Situational Awareness Incident Response (SAIR)	SmartBUY	GSA	
BMC Remedy	Army Agreement	Army	Army Inventory
Computer Associates Products	DoD ESI	Army	
Data At Rest – (DAR) Products	SmartBUY	Air Force	
Gartner	DoD ESI	Navy	
Google ESRI Geospatial Line of Business – Products (ESRI/ GeoRover / Google Tools, MapDotNet)	SmartBUY	GSA	

Enterprise Software

Software Agreements

Product	Type	Managed By	Special Conditions
IBM Software - Products (IBM Rational, DB2, Tivoli, Websphere, Telelogic and Lotus Brands)	DoD ESI	Army	Army Inventory
iGrafx Office System	DoD ESI	Navy	
Ironhawk	DoD ESI	Army	
Meridio Point One	SmartBUY	GSA	
Microsoft Premier Support			
Microsoft Products and Software	DoD ESI	Navy	
Microsoft Products and SA – Army Consolidated Agreement	Army Agreement	Army	Army Only Agreement
Minitab Statistical Software	DoD ESI	Navy	
Minitab– Army Consolidated Agreement	Army Agreement	Army	
NetIQ	DoD ESI	Army	
Opsware Asset Management	DoD ESI	Army	
Oracle	SmartBUY	Army	Army SW Exchange
Paradigm	DoD ESI	Army	

Enterprise Software

Software Agreements

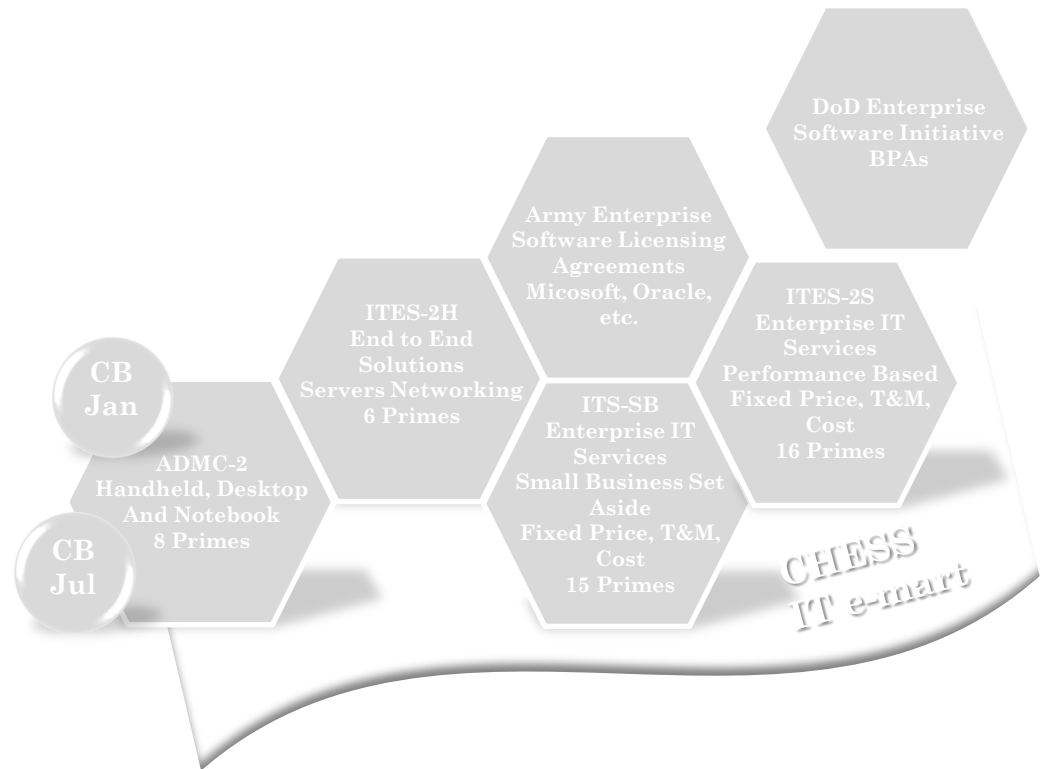
Product	Type	Managed By	Special Conditions
Planet Associates	SmartBUY		
Power Steering	SmartBUY	Navy	
Primavera Systems	SmartBUY	Army	
Quest Software	SmartBUY	Army	Army Centrally Funded Mail Migration Products
Red Hat Linux – Resellers (DLT Solutions, Carahsoft)	DoD ESI	DISA	
RWD Technologies	DoD ESI	Navy	
SAP (Includes Business Objects and Crystal Reports)	DoD ESI	Navy	
SAP Enterprise Licenses Agreement	Army Agreement	Army	ERP Licenses
SecureFusion	SmartBUY	Air Force	
Securify	DoD ESI	Air Force	
Sun Software	DoD ESI	DISA/Navy	

Enterprise Software

Software Agreements

Product	Type	Managed By	Special Conditions
Sun Support	DoD ESI	DISA/Navy	
Sybase	DoD ESI	Army	Army Inventory
Symantec Veritas – Army Consolidated Agreement	Army Agreement	Army	Army Inventory
Telelogic	DoD ESI	Army	
Virtual	DoD ESI	Army	
VMware	SmartBUY	Army	
Webfiltering – Products (BlueCoat, Smartfilter) Army Consolidated Agreement	Army Agreement	Army	
Websense	DoD ESI	Army	
Xacta	SmartBUY	Air Force	
ARMY / DoD Funded Software			
Lotus Forms Viewer	Army Agreement	Army	Download Only
Silanis ApproveIT		Army	

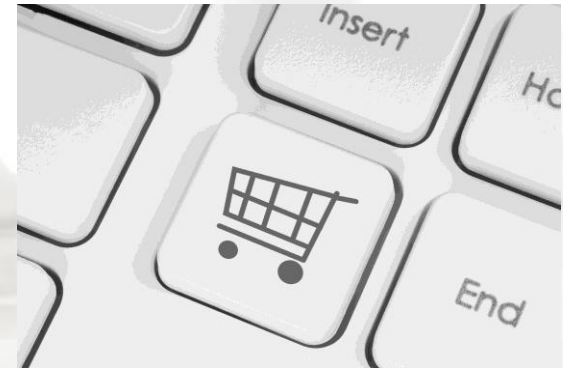
CHESS IT e-mart



CHESS IT e-mart

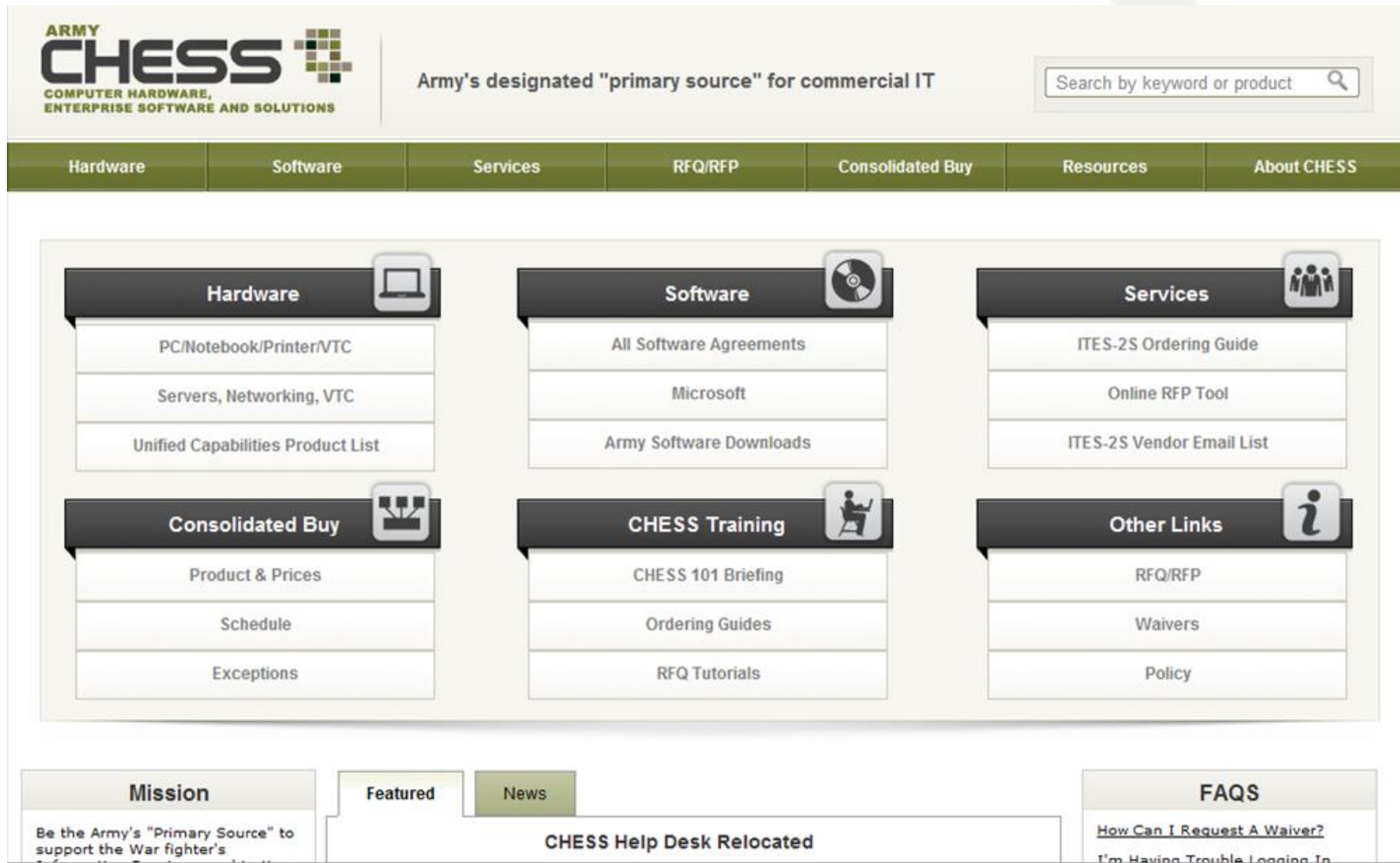
IT e-mart Features:

- Search, browse, and compare capability
- CHESS training section
- Order status
- Government employee purchase program
- No cost software/software exchange
- Contract information, modifications, and lists of products
- Policy page
- Microsoft policies and link to ordering
- Waiver process
- RFQ/RFP online
- Consolidated Buy comparison tool



CHESS IT e-mart

New CHESS Web Site Design



The screenshot displays the new CHESS web site design. At the top left is the **ARMY CHESS** logo with the tagline "COMPUTER HARDWARE, ENTERPRISE SOFTWARE AND SOLUTIONS". To the right, it states "Army's designated 'primary source' for commercial IT". A search bar on the top right prompts "Search by keyword or product". Below this is a green navigation bar with links: **Hardware**, **Software**, **Services**, **RFQ/RFP**, **Consolidated Buy**, **Resources**, and **About CHESS**.

The main content area features six categorized boxes, each with an icon and a list of links:

- Hardware** (laptop icon): PC/Notebook/Printer/VTC, Servers, Networking, VTC, Unified Capabilities Product List.
- Software** (CD icon): All Software Agreements, Microsoft, Army Software Downloads.
- Services** (people icon): ITES-2S Ordering Guide, Online RFP Tool, ITES-2S Vendor Email List.
- Consolidated Buy** (shopping cart icon): Product & Prices, Schedule, Exceptions.
- CHESS Training** (person at computer icon): CHESS 101 Briefing, Ordering Guides, RFQ Tutorials.
- Other Links** (info icon): RFQ/RFP, Waivers, Policy.

The footer contains four sections:

- Mission**: Be the Army's "Primary Source" to support the War fighter's
- Featured**: **CHESS Help Desk Relocated**
- News**
- FAQS**: [How Can I Request A Waiver?](#), [I'm Having Trouble Logging In](#)

CHESS and ESI Web Sites

<https://chess.army.mil>

www.esi.mil



Contracting Officers' Frequently Asked Questions



Requesting Hardware and Services from CHESs Agreements

- From the CHESs home page click RFQ/RFP under RFQ/RFP Home Page: Provides all current RFPs and RFQs
- Create New Request: Three (3) choices available
 - Request a Quote for Hardware
 - Request a Proposal for Services
 - Software (software cannot be purchased through this process)
- If purchasing Hardware select Request a Quote, if purchasing Services select Request a Proposal
- The product/requirement determines the contract
- Once the requirement is determined/finalized, fill in the Request Details, the Contact and Shipping Information and upload any applicable documents (PWS, SOW, Specification, etc.)
- Then click submit

Requesting Hardware and Services from CHESs Agreements

What to expect after RFQ/RFP is released to vendors

- Automatic e-mail sent to vendors selected
 - 3-5 days to respond to a RFQ
 - 5-10 days to respond to a RFP
- If a shorter timeframe is required, request it within the RFQ/RFP
- The vendors will respond with an “e-mail” within the CHESs RFP/RFQ system
- RFPs can be amended within the CHESs system
- RFQs cannot be amended; If a mistake is made within an RFQ it will need to be canceled and reissued
- An RFQ can be “requoted” within the website



ID/IQ Orders and Fair Opportunity for Consolidated Buy

Actions by or for DoD exceeding \$3K, but not exceeding \$150K

- Subject to FAR 16.505
- No need to contact each awardee if KO has information available to ensure each is provided “fair opportunity” for the order (FAR 16.505(b)(1)(ii))
 - Cost or price must be a factor in the selection decision (FAR 16.505(b)(1)(ii)(E))
 - Other fair opportunity requirements at FAR 16.505(b)(1)(ii)(A) thru (D)
 - CB product specifications and prices are posted on the CHES website for use in meeting this FAR 16.505(b)(1)(ii) requirement
- Reviewing the catalog pricing for orders up to \$150,000 is considered providing fair opportunity to CB contractors and a RFQ is unnecessary.
- No requirement to provide fair opportunity if an exception applies (FAR 16.505(b)(2)(i)(A) - (D)):
 - A. Urgent need, B. Only one awardee capable, C. Logical follow on (if original order gave fair opportunity to all), D. Satisfy minimum guarantee
 - DFARS 216.505-70 Orders under multiple award contracts
 - The section of the DFARS only applies to orders for supplies or services exceeding \$150,000
 - AFARS 5116.505-90 -- Multiple Award Task Order (MATO) Contracts
- AFARS 5116.505-90(a) Requiring documentation and using procedures beyond those required by FAR Part 16.5 adds little or no value to the selection/placement of task orders under MATO contracts.

> \$3K = Actions by or for DoD = < \$150K

ID/IQ Orders and Fair Opportunity for Consolidated Buy

Actions by or for DoD exceeding \$150K but not exceeding \$5M

- Subject to FAR 16.505 and DFARS 216.505-70
- Fair opportunity requirements at FAR 16.505(b)(1)(iii) and DFARS 216.505-70(c)
 - Fair notice of intent to all contractors offering the supplies
 - Description of the supplies
 - Basis for award
 - Fair opportunity to submit an offer and have that offer fairly considered
 - Other fair opportunity requirements at FAR 16.505(b)(1)(ii)(A) thru (D)
- An RFQ must be issued to the vendors; through competition a price lower than the catalog price may be achieved.
- No requirement to provide fair opportunity if an exception applies (FAR 16.505(b)(2)(i)(A) thru (E)):
 - A. Urgent need, B. Only one awardee capable, C. Logical follow on (if original order gave fair opportunity to all), D. Satisfy minimum guarantee, E. Statute authorizes or requires
 - Also see FAR 16.505(b)(1)(v) and DFARS 216.505-70(d)
- AFARS 5116.505-90 -- Multiple Award Task Order (MATO) Contracts
 - AFARS 5116.505-90(a) Requiring documentation and using procedures beyond those required by FAR Part 16.5 adds little or no value to the selection/placement of task orders under MATO contracts.

> \$150K = Actions by or for DoD = < \$5M

ID/IQ Orders and Fair Opportunity for Consolidated Buy

Actions by or for DoD exceeding \$5M

- The following requirements apply in addition to the requirements at FAR 16.505 and DFARS 216.505-70 for actions exceeding \$5M
- IAW FAR 16.505(b)(1)(iv), fair opportunity also includes, as a minimum:
 - A notice of the order that includes a clear statement of the agency's requirements
 - A reasonable response period
 - Disclosure of the significant factors and subfactors, including cost or price, that the agency expects to consider in evaluating proposals, and their relative importance
 - Where award is made on a best value basis, a written statement documenting the basis for award and the relative importance of quality and price or cost factors
 - An opportunity for a post-award debriefing in accordance with FAR 16.505(b)(4)
- An RFQ has to be issued to the vendors; through competition a price lower than the catalog price may be achieved.
- AFARS 5116.505-90 -- Multiple Award Task Order (MATO) Contracts
- AFARS 5116.505-90(a) Requiring documentation and using procedures beyond those required by FAR Part 16.5 adds little or no value to the selection/placement of task orders under MATO contracts

Actions by or for DoD = > \$5M

Requesting Software from CHESS/ESI Agreements

- Always check the inventory at the CHESS website and ESI.mil
- From the CHESS home page click on (All) Software Agreements under the Software Tab
- A list of all the CHESS and ESI agreements is provided
- Once the software that is needed is determined, review the synopsis that is provided for each. The synopsis will explain how the software agreement was competed and if a J&A is necessary
- Once the acquisition package is completed within the agency's policies and procedures, an RFQ will be e-mailed to all the vendor POCs listed for each agreement
- Depending on the agency's policies and procedures, it may be a requirement to post the RFQ on GSA E-Buy as well

Ordering From Software Blanket Purchase Agreements (BPAs)

- Subject to FAR 8.405-3(c)
- Single-Award BPA. FAR 8.405-3(c)(1) *Any Order Value*
 - If the ordering activity establishes a single-award BPA, authorized users may place the order directly under the established BPA when the need for the supply or service arises

Orders at or Below \$3,000.00 **Orders = < \$3K**

- Multiple-award BPAs FAR 8.405-3(c)(2)(i)
 - The ordering activity may place orders at or below \$3,000.00 with any BPA holder that can meet the agency needs

Orders Exceeding the \$3,000.00 but not Exceeding \$150,000.00 **> \$3K = Orders = < \$150K**

- Multiple-award BPAs FAR 8.405-3(c)(2)(ii)
- No need to contact each awardee if KO has information available to ensure each is provided “fair opportunity” for the order (FAR 8.405-3(b)(2)(ii)(A) and (FAR 8.405-3(c)(2)(ii)(B))
- No requirement to provide fair opportunity if an exception applies (FAR 8.405-6(a)(1)(i)(A)-(C))
 - A. Urgent need, B. Only one awardee capable, C. Logical follow on (if original order gave fair opportunity to all)
- DFARS 208.405-70 only applies to orders over \$150,000.00
- AFARS does not speak to ordering procedures for BPAs

Ordering From Software Blanket Purchase Agreements (BPAs)

Subject to FAR 8.4.405-3 (c)

Orders Exceeding \$150,000.00

- *Multiple-award BPAs* FAR 8.405-3(c)(2)(iii)
 - (A) The ordering activity shall place an order in accordance with paragraphs FAR 8.405-3 (c)(2)(iii)(A)(1)-(3)
 - (1) Provide an RFQ to all BPA holders offering the required supplies or services under the multiple-award BPAs, to include a description of the supplies to be delivered or the services to be performed and the basis upon which the selection will be made;
 - (2) Afford all BPA holders responding to the RFQ an opportunity to submit a quote; and
 - (3) Fairly consider all responses received and make award in accordance with the selection procedures.

Ordering From Software Blanket Purchase Agreements (BPAs)

Subject to FAR 8.4.405-3 (c)
Subject to DFARS 208.405-70

Additional ordering procedures over \$150,000.00

- DFARS 208.405-70(c) allows for an order to be placed on a competitive basis only if fair opportunity has been provided, including a description of the supplies to be delivered or the services to be performed and the basis upon which the contracting officer will make the selection. Additional requirements listed in DFARS 208.405-70(c), (1), (i)(A), (B), and (ii)
 - (1) Provide notice to as many schedule contractors as practicable to ensure offers will be received from at least three contractors;
 - (i)(A) Receive offers from at least three contractors that can fulfill the requirements; or
 - (B) Determine in writing that no additional contractors that can fulfill the requirements could be identified despite reasonable efforts to do so (documentation should clearly explain efforts made to obtain offers from at least three contractors); and
 - (ii) Ensure all offers received are fairly considered
- No requirement to provide fair opportunity if an exception applies (FAR 8.405-6(a)(1)(i)(A)-(C))
 - A. Urgent need, B. Only one awardee capable, C. Logical follow on (if original order gave fair opportunity to all)

CHESS IT e-Mart

Contact Us

Computer Hardware, Enterprise Solutions and Software (CHESS)

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CHESS Help Desk: 888-232-4405

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<https://chess.army.mil>



Questions and Comments



CHESS Common Acronyms

AAE: Army Acquisition Executive

ACC-RI/NCR: Army Contracting Command-Rock Island/National Capital Region

ACOM: Army Command

ADMC: Army Desktop and Mobile Computing

AFARS: Army Federal Acquisition Regulation Supplement

AGM: Army Golden Master

AKO: Army Knowledge Online

APL: Approved Product List

AR: Army Regulation

ASA(ALT): Assistant Secretary of the Army (Acquisition, Logistics, and Technology)

AWCF: Army Working Capital Fund

BIOS: Basic Input/Output System

BPA: Blanket Purchase Agreement

C2: Command and Control Systems

CAC: Common Access Card

CAL: Client Across License

CB: Consolidated Buy

CHESS: Computer Hardware Enterprise Software and Solutions

CIO/G-6: Office of Chief Information Officer/G-6

CIO: Chief Information Officer

CHESS Common Acronyms

CLIN: Contract Line Items
COTS: Commercial off-the-shelf
CPU: Central Processing Unit
DA: Department of Army
DAR: Data at Rest
DFARS: Defense Federal Acquisition Regulation Supplement
DISR: DOD IT Standards Registry
DoD: Department of Defense
DoDD: Department of Defense Directive
DoDI: Department of Defense Inventory
EPEAT: Electronic Product Environmental Assessment Tool
EPIC: Enhanced Programmable ircII Client
EMC: Electromagnetic Compatibility
ESA: Enterprise Software Agreement
ESD: Engineering Systems Division
ESI: Enterprise Software Initiative
EULA: End User License Agreement
FAQ: Frequently Asked Question
FAR: Federal Acquisition Regulation
FIPS: Federal Information Processing Standard
FOB: Free on Board
FSS: Federal Supply Schedule

CHESS Common Acronyms




FY: Fiscal Year
GIG: Global Information Grid
GSA: General Services Administration
HCA: Head of Contracting Agency or Activity
HQDA: Headquarters, Department of Army
HP: Hewlett Packard
HUP: Home Use Program
IAW: In Accordance With
IBM: International Business Machines
ID/IQ: Indefinite Delivery/Indefinite Quantity
IPT: Integrated Product Team
IPV6: Internet Protocol Version 6
IR: Interagency Report
ISEC: Information Systems Engineering Command
ITAM: Information Technology Asset Management
IT e-mart: Singly Entry Point for CHESS Website
IT: Information Technology
ITES: Information Technology Enterprise Solutions (2H: Hardware; 2S: Services)
ITS-SB: Information Technology Services – Small Business
IV&V: Independent Verification and Validation
J&A: Justification and Approval
KO: Contracting Officer

CHESS Common Acronyms




MAS: Multiple Award Schedule
MATO: Multiple Award Task Order
MFP: Material Fielding Plan
MOSS: Microsoft Office SharePoint Server
MOM: Microsoft Operations Manager
NAICS: North American Industry Classification System
NEC: National Executive Committee
NETCOM: Network Enterprise Technology Command
NETOPS: Network Operations
NIST IR: National Institute of Standards & Technology
NIST SP: National Institute of Standards & Technology Special Publication
NSS: National Security Systems
OASD: Office of the Assistant Secretary of Defense
OCONUS: Outside of Contiguous United State
OEM: Original Equipment Manufacturer
OIA&C: Office of Information Assurance & Compliance
OS: Operating System
PC: Personal Computer
PEO EIS: Program Executive Office Enterprise Information Systems
PKI: Public Key Infrastructure

CHESS Common Acronyms



PO: Program Office
POCs: Points of Contact
PM P2E: Power Projection Enablers
PWS: Performance Work Statement
RFID: Response Frequency Identification
RFP: Request for Proposal
RFQ: Request for Quote
RISC: Reduced Instructing Set Computing
SA: Secretary of the Army
SAP: Special Access Program
SCOM: System Center Operations Manager
SCCM: System Center Configuration Manager
SGI: Silicon Graphics Inc.
SOW: Statement of Work
SP: Special Publication
SPM: Software Product Manager
SQL: Structured Query Language
SMS: Short Message Service
SLMS: Software Licensing Management System

CHESS Common Acronyms



T&M: Time and Materials
TA: Technical Authority
TAM: Technical Account Manager
TC: Type Classification
TCO: Termination Contracting Officer
TO: Technical Order
TOR: Task Order Request
TPM: Trusted Platform Module
UC: Unified Capabilities
UC APL: Unified Capabilities Approved Products List
UID: Unique Identification
UPS: Uniform Procurement System
VAC: Volts Alternating Current
VTC: Video Conferencing